

Message Text

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10

ORIGIN COME-00

INFO OCT-01 AF-10 ISO-00 SS-20 EB-11 AGR-20 AID-20 CIAE-00

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12

SPC-03 CIEP-02 LAB-06 SIL-01 OMB-01 STR-08 /135 R

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DRAFTED BY: COMM/BIC/OIM/AF/MLMANLEY

APPROVED BY: EB/OCA/REP:GPWILSON

COMM/BIC/OIM/AF/SKMILLER

COMM/BIC/OIM/AF/TFFIEDLER

STATE/AF/N/RSMITH (PHONE)

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R 212100Z FEB 74

FM SECSTATE WASHDC

TO AMEMBASSY KHARTOUM

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E.O. 11652: N/A

TAGS: BGEN SU

SUBJ: GUM ARABIC PRICING POLICY

REF: KHARTOUM 0327

1. LEE ANSON, AGENT FOR SEVERAL U.S. GUM ARABIC IMPORTERS WAS TOLD BY OSMAN HASSAN OF GAC IN TELEPHONE CONVERSATION FEBRUARY 21 THAT PRICING POLICY HAS BEEN CHANGED FROM FIXED PRICE TO AUCTION SYSTEM. HASSAN FURTHER STATED TENDER WOULD BE ANNOUNCED BY GOS IN MID-MARCH.

2. BOTH SOL KAMINSKY, PRESIDENT OF WATER SOLUBLE GUM ASSOCIATION AND MISS ANSON HAVE ASKED US TO REQUEST EMBASSY TO REPRESENT INTERESTS OF TRADITIONAL U.S. GUM ARABIC BUYERS. THEY RAISED THE FOLLOWING QUESTIONS:

(A) WILL NEW GAC TENDER SYSTEM PROVIDE ANY PROTECTION
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FOR TRADITIONAL U.S. BUYERS AGAINST HIGHEST WORLD BIDDER?

(B) WILL HIGHEST BIDDER TAKE ALL GUM ARABIC OFFERED OR WILL
FIXED PERCENTAGE BE RESERVED FOR ESTABLISHED BUYERS?

(C) WHAT IS ESTIMATED QUANTITY OF GUM ARABIC TO BE OFFERED TO
TENDER IN MID-MARCH?

(D) IS THERE ANY INDICATION OF RANGE OF PRICES WHICH RESULTED
FROM BUYERS' PRICE OFFEREINGS SUBMITTED BY JANUARY 23, 1974?

3. IF CONVENIENT FOR EMBASSY, WE WOULD LIKE TO HAVE
POST'S RECOMMENDATIONS FOR POSSIBLE SUDANESE CONSULTANTS TO
ACT AS LIAISON BETWEEN U.S. GUM ARABIC IMPORTERS AND GAC.
ADDITIONALLY, MISS ANSON HAS ASKED IF CONVENIENT THAT
SAMUEL PEALE CABLE USDOC OR TELEPHONE HER. (TELEPHONE NUMBER
516-621-8536) TO DISCUSS NEW PRICING SYSTEM AND FOREGOING
QUESTIONS (PARA 2). RUSH

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